

Two Changes In Brooklyn Show Plans

No Commercial Cars To Be
Exhibited in 1922 Display
and Armory Balcony Will
Be Used for Accessories

Growth Keeps Out Trucks

Increased Demand for the
Passenger Vehicles Limits
the Booths to Motor

Testimony to the growth of the motor
car industry in Brooklyn is illustrated
in the plans of the Brooklyn Motor
Vehicle Dealers' Association for its
eleventh annual exposition to be held in
the 33d Regiment Armory the week of
March 4.

There are two big changes in the
plans this year, and each has been
made necessary on account of the in-
creased business of the Brooklyn
dealers.

No commercial vehicles are to be
exhibited. Regardless of the size of
the armory, the Brooklyn dealers have
found it too small to include anything
but passenger car lines. Something
had to be excluded. So it was decided
to forego the trucks and the light
delivery wagons this spring and turn
the whole armory over to passenger
machines. The decision means that the
show will be the greatest passenger
car exhibition ever staged in that
borough.

Enlarged Accessory Display
The other change has to do with ac-
cessories. Last year's show committee
of the Brooklyn association placed a
few booths for accessories in one end
of the balcony that runs around the
armory. It was a big innovation. It
permitted the use of space that was
not being used by the motor car dealers
and also added to the exhibition.

The whole balcony will be used for
the accessory displays this year.

At its first exhibition a few years
ago the Brooklyn association had
barely enough cars to fill the space in
the center of the armory. Booths
had to be taken by concerns not in the
automobile industry. As the industry
grew, only motor cars were exhibited.
At first these were only passenger cars.
Then came the commercial car and the
dealers managed to include a few
lines of trucks and light delivery
wagons in the annual exhibition. Each
year found the demand for space in-
creasing until it is now impossible to
stage a show at both ends of the
armory under the same roof at the
same time.

Nearly 51,000 Licenses Issued

Nearly fifty-one thousand automobile
license plates were issued to automob-
ile owners in Brooklyn, Queens and
Long Island for this year. A large
number of cars failed to take out
licenses before the expiration of the
statutory period (one month after
January 1) and police were instructed
to arrest drivers of all vehicles which
do not carry the new plate. This is
the first year that license plates have
been issued in Brooklyn. Until the
work was placed under the State Tax
Department last year, license plates
were issued by the office of the com-
missioner of the State, and all licenses
were issued in Manhattan.

Brooklyn and Queens led in the num-
ber of licenses issued for this year in
the Greater City.

Electric Vehicle Show April 3 to 15

Second Exhibition To Be Held
in Irving Place Showrooms
of Edison Company

April 3 to April 15 have been de-
cided upon as the dates for the 1922
Electric Automobile Show. The New
York Edison Company has invited the
electric car manufacturers to hold the
exhibition in its show rooms in Irving
Place and the invitation has been ac-
cepted.

A show was held a year ago, and judg-
ing the interest of the manufacturers
and the event is becoming an annual
affair. As with the first show,
the exhibition will be divided into two
parts. The first week will be devoted
to street trucks and passenger cars,
while the second week will be given
over to manufacturers of industrial
trucks.

Rickenbacker Car Makes

Friends at Western Shows

Reports from the Western automob-
ile shows to James J. Hunt, president
of the Hunt Motor Car Company,
metropolitan distributor of the Ricken-
backer automobile, say that the new
car has proved as big a sensation at
the several displays where it was ex-
hibited as it did at its first showing
in the New York exposition. In De-
troit, Milwaukee and Cleveland the car
attracted crowds, but the climax came
at the Chicago show, which closed last
night. There the Rickenbacker booth
was a center of interest throughout
the week and the debut of the car to
the Western automobile world was pro-
nounced a huge success.

"The feature that has appealed to
all," says Mr. Hunt, "is the complete
absence of vibration when the machine
is in operation. This has caused com-
ment by not only the uninitiated, but
also the experts. Working the motor
up from two miles per hour to addi-
tional speed by either fast or slow de-
grees right up to sixty miles per hour,
never once has there been the slightest
trace of vibration. During the recent
small blizzard the Rickenbacker dem-
onstrating car was put to many a hard
test, but it easily did everything that
was asked of it."

Hare Forms New Company

Enlin S. Hare, known as one of the
country's leading car merchandisers,
has formed a corporation to act as
automotive manufacturers' agent and
sales and engineering expert. The
company will be known as E. S. Hare,
Inc. With the organization of this
sales agency, Hare's Motors, Inc., re-
tires from business. Mr. Hare will as-
sist manufacturers in designing and
straightening out their sales policies
for the purpose of turning over their
distribution immediately or later on
after their sales policies have been
properly analyzed.

Changes in Earl Company

Important changes in the selling
division of Earl Motors, Inc., are an-
nounced from Jackson, Mich. George
C. Morgan, assistant general sales
manager, has been made general sales
manager. D. Minard Shaw has also
won a promotion; in addition to his
duties as advertising manager he will
assume those of an assistant general
sales manager. R. N. Cowman con-
tinues as assistant general sales man-
ager with increased responsibilities.

Highest Transportation

Colorado has the highest broad-
gauge railroad and the highest skyline
auto drive in the United States, at an
altitude approximating 12,000 feet.

Car Owner Can Hardly Carry Too Many Tools

Some Fail to Appreciate Value of Accessories That
Have Proved To Be Indispensable in Emergen-
cies; Tow Rope Is a Very Important Adjunct

By H. Clifford Brokaw
Technical Director, West Side Y. M.
C. A. Automobile Schools

It is always best to have too many
rather than too few things in an au-
tomobile by way of equipment and
accessories. It is a well known fact
that a woman can fix almost anything
with a hairpin. But this fact does not
apply to the male of the species, and
the female may not always be along
when there is something the matter
with a car. Nevertheless, a hairpin
is a good thing to include among the
accessories, or if not this, at any rate
a spoon of soft iron wire.

Most cars come well equipped with
necessities. These often include two
head lights, two side lights, tail lamps,
windshield, top cover, side curtains,
speedometer, horn and clock. Then
there is usually a tool outfit for tire
restoration and mechanical repairs,
which includes tire pump, jack, tire
repair kit, a variety of wrenches to fit
all nuts and bolts, oil can, set of spark
plugs and generally an extra one, ham-
mer, screwdriver, cold chisel, magneto-
adjusting wrench and some other
things, varying with the car.

There are any number of additions
which may be made in the way of tools,
or of devices, which some motorists
deem desirable. Some of these things
are a trouble lamp, replaceable by a
socket on the dash, a mirror to enable
the driver to see what is going on back
of him, cigar lighters, foot warmers,
and elaborate lights for the limousine.
The owner should not, however, load
up his battery with a lot of electrical
devices which use up current very fast.
Not so as to tools; one may err in
having too few rather than too many.

Owners Often Careless

Some owners of a new car fail to
appreciate the value of these acces-
sories and consequently through care-
lessness this and that important arti-
cle may get misplaced or lost. It does
little good to know what ails a car
when it fails to go, if one does not
have handy the tools and materials to
do the necessary repair work or ad-
justment.

On the other hand, some owners be-
come obsessed with an uncontrollable
desire to have every possible accessory
made, which results in their auto look-
ing more like a machine shop than any-
thing else. There is a happy medium
that tends to enjoyment in motoring.
A wise selection of tools for the car
will provide everything at all likely to
be needed on tour, and yet capable of
being packed in such a compact space
that it does not become an annoyance
through the room occupied, nor weigh
down the car. The special tools fur-
nished should be preserved with great
care, because nothing else fills the bill
quite so well. To these might be added
some few tools and parts not needed
often, but when they are, their absence
is a source of great annoyance.

A special file is manufactured for the
particular purpose of cleaning off
the interrupter points. If one of
these is not in the car when they be-
come glazed, so that no spark is pro-
duced, it is necessary to disassemble
the spark timer completely, take out
the points, and then find a piece of flat
hard stone upon which the points can
be cleaned. This may do the work all
right, but much time would be saved
if the interrupter point file was car-
ried into the car.

Many owners have had the experi-
ence of being caught out on the road

by a storm and having to put on non-
skid chains. How often have they
found that, though these chains were
in good condition when leaving the
garage and when they were put on,
after running awhile over rough roads
at a fair speed, some of the links were
broken and began to threaten against
the mud guards. This is not only an-
noying, but often does real damage to
the mud guards. Most owners have stopped
more than once to wire the loose ends
to the side chains to stop the banging,
and it certainly would be more satis-
factory to carry a supply of links and
a chain tool, so that the broken ends
could be removed and new links in-
serted.

A folding pail is very useful, espe-
cially when one has to go up very long
hills and finds that the water in the
radiator has boiled away. The cooling
systems for automobile engines to-day
are very efficient and it is only in ex-
ceptional cases that the water will boil
out of the radiator, and that is just the
reason why a variety of wrenches to fit
the various sizes of the radiator is so
disastrous, because one is not ex-
pecting it and is not prepared for it.

In sandy country and on dirt roads
one often will have occasion to jack up
a wheel to change a tire, and will find
that the jack sinks into the loose sand
or dust instead of lifting the car. A
block of wood an inch thick and about
six inches wide and a foot long will be
found a big help under such circum-
stances.

Should Carry Tow Rope

Many persons object to carrying a
tow rope for fear it will be under-
stood that they have doubts of their own
ability to get home under their own
power; but in addition to affording a
connection in some emergency source of
power, a tow rope may be used to help
a brother in distress and is superior
to chains in very sandy or muddy
places, when wrapped about the tire.

An extra set of electric light bulbs
may save considerable trouble and
annoyance, because the traffic police-
men to-day will accept no excuse
when at least one light is not burn-
ing.

At least one extra rim to carry a
spare tire is practically essential. An
electric lamp is tremendously valu-
able when something goes wrong with
the car in the night. An arrangement
on the wind shield for clearing the
glass of rain or snow is a great con-
venience when driving in stormy
weather. Shock absorbers are often
found to increase the ease with
which a car runs.

A good automobile first-aid kit
should also include a wrench for ad-
justing ignition interrupter points,
one set of ignition brushes (in box
labeled), several extra spark plugs,
cleaned and adjusted ready to use,
half-dozen valve plungers for inner
tubes, tire pressure gauge, squirt can
full of oil, instrument for testing bat-
tery, box of assorted nuts, box of as-
sorted cotter pins, box of assorted cap
screws, box of assorted washers.

Interstate Motor Theft Commission To Be Permanent

The Interstate Motor Theft Commis-
sion is to be maintained as a perma-
nent organization, with national head-
quarters in Chicago. The commission
was formed in 1921 to carry on a
nation-wide investigation of commer-
cialized motor car theft and fraud and
to formulate plans for the destruction
of the market for stolen cars.

A national clearance test has been
worked out by the commission which,
it is said, will result in the detection
and recovery of a great majority of the
unrecovered cars stolen in the past
that are still in operation. The test
also will prevent to a large extent the
future sale, use or registration of
stolen cars in any state, regardless of
changes in numbers and appearance.

The plans of the commission are
considered the most constructive and
businesslike that have been advanced
since the advent of the automobile, to
protect adequately the country's
\$5,550,000,000 of motor car wealth
against commercialized theft and fraud.
The commission has been chartered
under the laws of Illinois. Arrange-
ments are being made to permit motor
car owners to become members of the
commission.

\$100,000,000 Yearly Loss in Motor Thefts

Motor car theft losses in the
United States every twenty-four
hours are placed at more than
\$300,000—a startling average of
\$100,000,000 yearly—and a sum
equal, if not greater, than the ag-
gregate loss by theft of all other
kinds of property.

This evil, which retards the
progressive advance of almost
every phase and branch of the
motor car industry, imposes a
burdensome liability upon car
owners and a great deal of work
and expense upon police and state
departments, is to-day one of the
most profitable forms of law-
lessness.

A Nash Carriole

The Nash Carriole for five pas-
sengers made its bow at the recent
automobile show in Chicago. It is a
brand new type of closed car selling
for \$1,350. The new car is built on
the Nash four-cylinder chassis and is
designed as a light inclosed family
car.

A. A. A. Protests Against Proposed Crude Oil Tariff

Believing that the proposed tariff of
25 cents a barrel on crude oil, 25 cents
a barrel on fuel oil, and the proposed
\$1 to \$3 tariff on asphalt, if success-
ful, would materially and adversely
affect the individual automobile owners
of the country and add to their already
heavy upkeep, maintenance and taxa-
tion burdens, the American Automobile
Association has entered a vigorous pro-
test against these proposals.

Speaking in behalf of the owners of
more than ten million motor vehicles,
the A. A. A. representatives appeared
before the United States Senate Com-
mittee on Finance and made it plain
that the A. A. A. would fight any propo-
sition designed to take any more tax
from the motor car. While the
A. A. A. representatives went before
the committee prepared to combat only
a 35 cents a barrel tax on crude oil,
they learned that certain interests
were even planning oil tariff to the
extent of \$1 a barrel.

In presenting argument against a
tariff on oil, it was pointed out by the
A. A. A. men that more than 10,000,000
automobiles are owned in the United
States, or more than 83 per cent of all
the automobiles in the world, in con-
trast with which less than 10 per cent
of the world's oil supply is located in
the United States. Further informa-

tion presented by the A. A. A. show
that while the United States holds this
less than 10 per cent of the world's oil
sources, it is furnishing two-thirds of
the world's annual requirements and at
the same time consuming more than
three-fourths of the world's total pro-
duction, which it was pointed out,
makes it necessary for the United
States to import more than 20 per cent
to meet its own needs. It was as-
serted that any tariff which would pro-
hibit or restrict the flow of oil to this
country would affect adversely, in some
form, nearly every citizen within its
borders.

Some of the other points made by the
A. A. A. against a tariff were:

"Conservative estimate of the in-
crease in the price of gasoline derived
from Mexican oil, resulting from the
proposed tariff, reaches from 2 1/2 cents
to 7 cents per gallon and therefore, the
entire gasoline supply would bear an
additional burden cost of about \$140,
000,000. This burden would fall upon
the consumers who are the American
owners of automobiles, over 10,000,000
in number; the American owners of
other gas engines, over 3,000,000 in
number; American farmers, owning
400,000 farm tractors; and the Amer-
ican users of kerosene, which in one
way or another finds its way into al-
most every one of the 25,000,000
American homes.

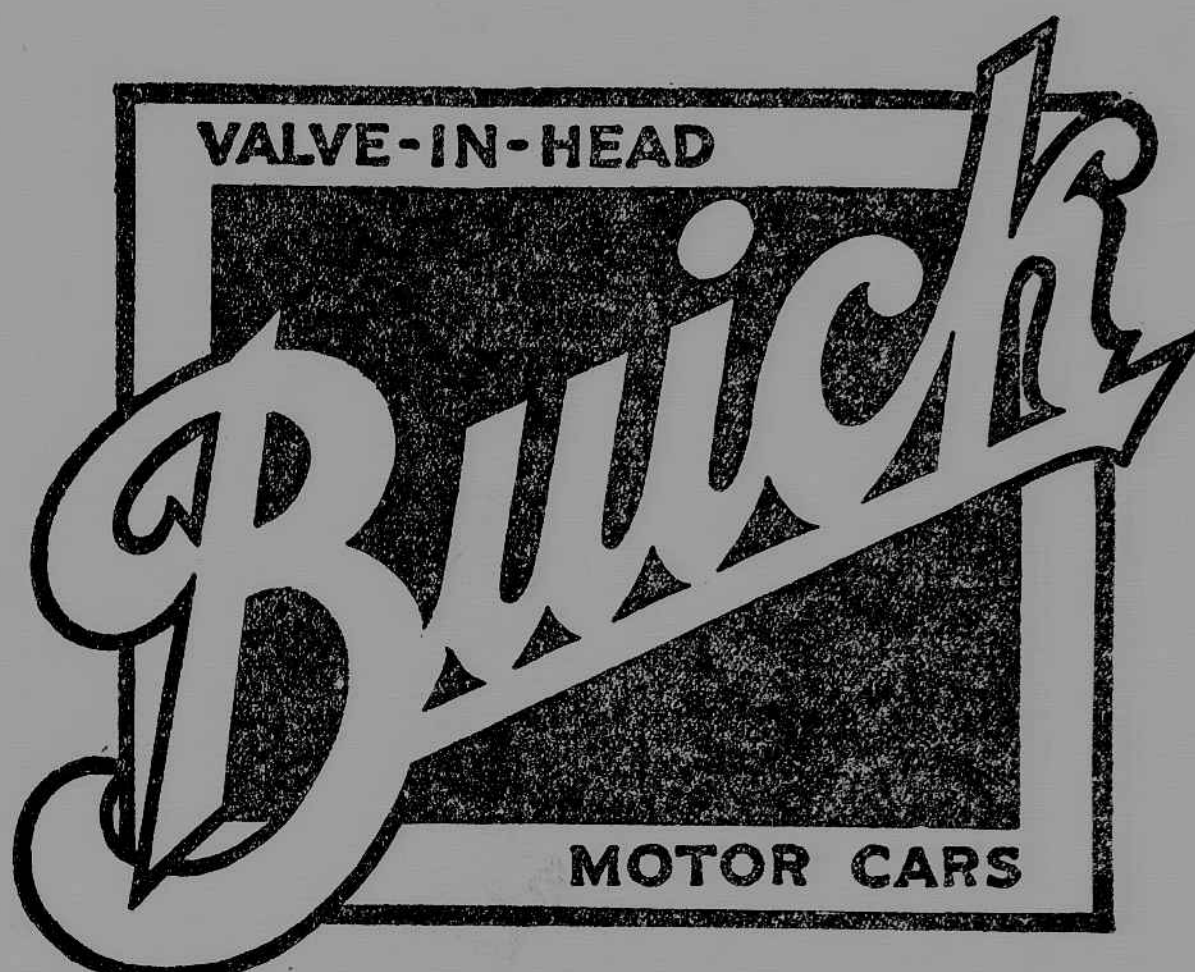
Of the production and sale of motor
vehicles continues to increase in the
future as in the past ten years it is not
unlikely that we shall soon be com-
pelled to purchase immense quantities
of oil in foreign countries."

State-Wide License Bill Is Introduced

Measure by Senator Lowman
Follows Suggestions of New
York Auto Association

Senator Lowman has introduced in
the Legislature at Albany another
state-wide automobile operators' li-
cense bill, embodying suggestions of
the New York State Automobile Asso-
ciation to secure better regulation of
automobile operators and thus save
human life and property from destruc-
tion by reckless and incompetent
drivers. The bill amends the present
law by requiring a license for every
operator of a motor vehicle, whether
owner or not. Every operator must be
at least eighteen years of age. The
license is to be issued by the State Com-
mission and will be in force until sus-
pended or revoked. The fee is to be \$1.
Three years ago the automobile li-
cense through the state association was
successful in having a law enacted by
the Legislature in New York City when
it was impossible to make it state-wide.
That was the existing wedge in a cam-
paign for safety, and upon the basis
of making New York City the safest
largest cities in the country the as-
sociation has continued its efforts toward
state-wide licensing.

A feature of the proposed law is that
it is expected to result in an approxi-
mate lowering of automobile insurance
rates.



More Facts You Should Know!

- 1 For the calendar year, January 1, 1921, to January 1, 1922, Buick built and actually sold over 80,000 automobiles.
- 2 These sales for the calendar year 1921 exceeded by over 12,000 cars the sales of any automobile manufacturer having a six-cylinder automobile in its line.
- 3 These sales for this period likewise represent a volume of business greater by over \$9,000,000 than the sales of any other automobile manufacturer excluding Ford.
- 4 These figures are taken from official reports and are absolutely reliable.

BUICK MOTOR COMPANY, Flint, Michigan
Division of General Motors Corporation
Pioneer Builders of Valve-in-Head Motor Cars
Branches in all Principal Cities—Dealers Everywhere

Buick Motor Company, New York Branch
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Flatbush Ave. at 8th Ave. Broadway and 55th St. 497 Broad St.

When better automobiles are built, Buick will build them

News of the Trade

Buyers Want Comfort

"The automobile shows have revealed
few radical changes in design," says
James J. Hunt, president of the Hunt
Motor Car Company, metropolitan dis-
tributors for the new Rickenbacker
automobiles, "but the most important
of what was displayed was embodied in
the Rickenbacker. For instance, the
double fender, instead of the single
arrangement that has always been
standard, has been a big factor in
eliminating vibration. It greatly adds
to the perfect balancing of the car and
this insures greater riding comfort—
the thing that buyers really want."

Hanson Produces Light Six

The latest product of the Hanson
Motor Company, Atlanta, Ga., is the
"Light Six," a special feature of which
are its Continental and Delco equip-
ment. It sells for less than \$1,000.
The Hanson line attracted no little at-
tention at the recent New York and
Chicago automobile shows. The W. H.
Ash Automobile Company, 200 Central
Park South, are the local distributors
for the Hudson cars. E. E. Parrack is
the factory representative here.

Essex Phaeton Has New Body

The Essex phaeton appears on the
New York market with an entirely new
body, which is much larger and wider,
and therefore more roomy and com-
fortable. Describing it, Mr. Hunt, the
local Hudson and Essex dealer, says:
"While the fine Essex chassis and mo-
tor have not been altered in any way,
the body has greatly enlarged in size
and seating capacity, as well as in ap-
pearance. The body doors also are
wider and hinged at the front. Front
pockets in the doors have been en-
larged to accommodate the top cur-
tains, which are no longer attached to
the top bows."

Explaining New Buick Prices

Earle H. Glidden, president of the

Glidden Motor and Supply Company

239 West Fifty-eighth Street, autho-
rized Buick dealer for this territory,
explains the latest Buick price re-
visions, as follows: "The reductions
on Buick cars were effected out of
fairness to both the public and the
manufacturer. To reduce the present
prices would necessitate lowering the
quality or changing the equipment, and
this is one thing Buick will not per-
mit. This company set out to build
good automobiles and it has stuck to
its resolve religiously. The price cuts
on other automobiles will not decrease
the demand for Buicks; the public is
sold on them."

Peerless Sales Grow

That the motoring public has been
quick to indorse the improvements and
refinements embodied in the 1922 series
of Peerless motor cars was evidenced
by the substantial increase in Peerless
business during January, according to
R. H. Collins, formerly head of the
Cadillac company and now president
and general manager of the Peerless
organization.

HANSON SPECIAL SIX

The lowest priced, 121-
inch wheelbase, Con-
tinental-Timken-Delco-
equipped all aluminum
car in America.

W. H. Ash Automobile Co.
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Telephone Circle 575

Rebuilt Cars
Eight
Cylinder
Factory Guaranteed

Peerless
Rock Bottom Prices

Final Clearance Sale
Prices for Quick Action

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7 Passenger Sedans, \$1,600 and Up
New Sedans now \$3,790, F. O. B. Cleveland

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